[Oct-2023 Advanced-Administrator Free Sample Questions to Practice One Year Update [Q20-Q44

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Download Advanced-Administrator exam with Salesforce Advanced-Administrator Real Exam Questions

Salesforce Advanced-Administrator exam consists of 60 multiple-choice questions and has a time limit of 105 minutes. Advanced-Administrator exam is administered by Salesforce and can be taken online or in-person at a testing center. The passing score for the exam is 65%, and the cost to take the exam is $200 USD.

NO.20 Universal Container has an active process that assigns a task to sales operations once an opportunity is won. Sales Ops is reporting that he tasks are missing.

Which two tools should the administrator use to determine the problem?

Choose 2 answers
* Paused flow interview list
* Email Log
* Monitor time based workflow

* Debug Log

NO.21 To create a large number of Salesforce user accounts from a CSV import file, you can use ________ to perform the import.

Select one:
* Data Import Wizard
* Bitlocker
* Excel
* Data Loader
NOTES:

Data Loader does allow you to import users, you cannot import users with the Data Import Wizard.

NO.22 If an administrator uses the data loader to transfer ownership of account records, which two results can be expected?Choose 2 Answers.
* All manual sharing is removed from the records that are transferred.
* All account teams are removed from the records that are transferred.
* All ownership-based sharing rules for the records are recalculated.
* All new owners are automatically notified of their new account ownership.

NO.23 A developer is getting errors for Production deployment. The test deployment in the Full sandbox, which included a local test run, was successful. The Full sandbox was last refreshed 2 weeks ago.

Where should the administrator check to see what was recently changed?
* Salesforce Optimizer
* Dev Console
* Field History
* Setup Audit Trail
Explanation

Setup Audit Trail is a tool that tracks the recent setup changes made by anyone in an org. It can help identify who made what changes and when, as well as any errors or failures that occurred during the changes. Setup Audit Trail can help troubleshoot deployment issues by comparing the changes made in production with those made in sandbox

NO.24 A sales manager at AW Computing has created a contact record but is missing some of the information to complete the record. The organization-wide default for Accounts is set to Public Read Only, and Contacts are controlled by parent.
* Who will be able to edit this new contact record?
* Users above the sales manager in the role hierarchy
* All users in the organization
* The owner and users below the owner in the role hierarchy
* Sales manager and system administrator
Explanation

The sales manager and system administrator will be able to edit this new contact record because they are either the owner or have Modify All Data permission respectively. Users above or below the sales manager in the role hierarchy will not be able to edit this contact record because contacts are controlled by parent and accounts are set to Public Read Only. All users in the organization will be able to view but not edit this contact record because accounts are set to Public Read Only. References:

https://help.salesforce.com/s/articleView?id=sf.admin_sharing.htm&type=5

NO.25 Ursa Major Solar (UMS) receives hundred of cases every week from both consumers and retail partners. UMS wants to ensure it’s meeting all service-level agreements to maintain high levels of customer satisfaction.

What should the administrator do to help meet this goal?
* Set up and configure Entitlement Process to design timelines and track issue resolution.
* Configure the Milestones object on Service Contracts to sequential milestones for common case issues.
* Design a Net Promoter Score survey using Surveys that is automatically sent when a case is closed.
* Expose the Service Contracts object in the Service Console for an agent to view when working a case.
Explanation

An entitlement process is a feature that allows you to define and enforce service-level agreements (SLAs) for your customers based on certain criteria and timelines. An entitlement process consists of milestones and actions that represent required steps and time limits for resolving customer issues. You can use entitlement processes to track if your support team is meeting your SLAs and provide consistent service quality to your customers. In this case, you can set up and configure entitlement processes for different types of cases and assign them to accounts or contacts based on their service contracts or warranties. References:

https://help.salesforce.com/s/articleView?id=sf.entitlements_overview.htm&type=5

https://help.salesforce.com/s/articleView?id=sf.entitlements_process.htm&type=5

NO.26 Things to considered enabling Territory Management , Choose 2
* Users can only go to one territory
* Cannot be disable again
* Must be set the same setting with role hierarchy
* Changes on Account Opportunity and Cases

NO.27 An administrator is given a .csv file of 5,000 leads with External Id and Status fields. They need to match existing and add new records with Data Loader.

What action should be taken to populate the Status field on the records and add new records?
* Export
* Update
* Insert
* Upsert

NO.28 When an opportunity with at least one opportunity product close wins, Universal Containers requires that an Invoice__c record be created with Invoice_Line_Item__c records for each Product on the Opportunity.

How should an administrator implement this request?
* Use a Process Builder that calls a Flow.
* Use a custom button on the Opportunity.
* Use an Opportunity Approval Process.
* Use Einstein Next Best Actions.
Explanation/Reference: https://trailhead.salesforce.com/en/content/learn/v/modules/business_process_automation/business_process_automation_combined

NO.29 When converting a lead to an existing account, the user is getting an error of insufficient privileges.

Which two options could be preventing the user from converting the lead to the existing account?

Choose 2 answers
* Account is owned by someone above them in the rote hierarchy.
* Organisation-wide Sharing Is set to Private for Account and Contact.
* Account is owned by someone in the same role.
* Organisation wide sharing is set to Controlled by Parent for Account and Contact.

NO.30 AW Computing has a new requirement from its security team where audit information relating to an account must be recorded in a new custom object called Audit. Audit records need to be preserved for 10 years and only accessible by the audit team.

What relationship should be used to relate the Audit object to the Account object?
* Master-Detail
* Lookup
* Many-To-Many
* Self

Explanation

A lookup relationship creates a link between two objects. The child object can have its own security settings and does not inherit them from the parent object. This is suitable for audit records that need to be preserved and accessed by a specific team. References:

https://trailhead.salesforce.com/en/content/learn/modules/data_modeling/relationships

NO.31 The sales team has requested that a new field called Current Customer be added to the Accounts object. The default value will be “No” and will change to “Yes” if any related opportunity is successfully closed as won.

What can an administrator do to meet this requirement?
* Configure Current Customer as a roll-up summary field that will recalculate whenever an opportunity is won
* Use an Apex trigger on the Account objects that sets the Current Customer field when an opportunity is won
* Use a workflow rule on the Opportunity object that sets the Current Customer field when an opportunity is won
* Configure Current Customer as a text field and use an approval process to recalculate its value

NO.32 How could you show a report of Accounts that do not have any Opportunity associated with them?
* Use a filter on the standard Accounts report type and set it to without Opportunities
* Use a cross filter on the standard Accounts report type and set it to without Opportunities
* Create a Custom Report Type for Accounts & without Opportunities
* Use the standard Accounts without Opportunities Report

NO.33 The Sales Manager at Universal Containers would like a dashboard to view each of the sales representative’s opportunities, accounts, and related cases. What is a recommended solution?
* Create a dashboard and add filters for users, opportunities, accounts, and cases.
* Create a dynamic dashboard and add filters for opportunities, accounts and cases.
* Create a dynamic dashboard and insure the sales manager has the “View My Team’s Dashboard” permission.
* Create an individual dashboard for each sales representative with opportunity, account, and case components.

NO.34 DreamHouse Realty manages Its accounts and contacts In Salesforce using a B2C account model. The business has requested that third-party loan advisors be tracked in Salesforce along with the customers they work with.

Hour should the administrator track third-party financial advisors and the customers they work with?
* Create a Hierarchical lookup on Account to track loan advisors’ customers.
* Set up Contacts to Multiple Accounts for loan advisors.

* Use a B2B Account Model to track loan advisors’ customers.
* Use a Hierarchical lookup on Contact to track loan advisors’ customers,

NO.35 Users report that the Industry picklist field is no longer visible on account records.

Which tool can an administrator use to troubleshoot this issue?
* Field audit history
* Debug log
* Field history tracking
* Setup audit trail

NO.36 The administrator at Cloud Kicks recently replaced several case workflow rules with a single before save flow. Since this change, some cases are routing In unexpected ways.

What could be the cause or the charges to routing?
* The old workflow rules are still active and impacting routing.
* The flow precedes assignment rules; workflow rules are after assignment rules.
* Assignment rules no longer reference the correct fields.
* Multiple automation tools have been used and the automation is executed in a different order.

NO.37 Which of these steps should take place before setting a List Price for a Product? Choose two answers.
* Update all items in the Standard Price Book.
* Update all items in the Custom Price Book.
* Create the Product
* Define the Product’s Standard Price.
* Specify a Quantity or Revenue Schedule.

NO.38 AW Computing uses a custom Invoice object to track invoices related to accounts. The administrator wants to use roll-up summary fields to view high-level information at a glance on the account record.

Which two considerations should an administrator remember about roll-up summary fields?

Choose 2 answers
* Roll-up types include COUNT, SUM, and AVG.
* Roll-up summary fields are created on the master side of a master-detail relationship.
* Roll-up summary fields prevent the conversion of a master-detail relationship to a lookup.
* Rollup fields are calculated prior to save.

NO.39 Your organization sells a product that requires your customers to pay all at once but receive the product in increments. What should be your first step in setting up Product schedules?
* Enable creation of Quantity Schedules.
* Enable creation of Revenue Schedules.
* Set up default Quantity schedules for Products.
* Set up default Revenue schedules for Products.

NO.40 The administrator at Cloud Kicks needs to set up automation to update three fields on the Shipment custom object. Because of the effect these updates will have on some programmatic customizations, they need to happen in a very specific order.

How should the administrator configure the field updates to ensure the proper order.
* Create three workflow rules in order, one workflow rule for each field update.

* Create a process with one criteria node and three field updates in the correct order.
* Create a process with three criteria nodes and stop after each action.
* Create a workflow rule with three field updates entered in the correct order.

NO.41 Which of the following statements are true about an end user’s forecast? (Select 3)
* It is updated in the system every evening at 5 pm
* This aggregate can be dollars of revenue
* This aggregate can be units of product
* Rolls up according to the forecast hierarchy

NO.42 The Marketing department at Universal Containers regularly changes the page layout requirements for its Custom marketing objects. The VP of Marketing has asked the administrator for permission to configure only these objects. What can the administrator do to meet this request?
* Grant the VP of Marketing the ability to login as a user who is a system administrator
* Enable the Marketing User permission on the user record for the VP of Marketing
* Set up the VP of Marketing as a delegated administrator for the custom marketing objects
* Create a custom profile with Edit permission on the custom marketing objects and assign to the VP of Marketing

NO.43 What are three options available to the administrator to help with this issue? Choose 3 answers
* Move some page components behind a tab.
* Remove some of the fields displayed.
* Deactivate unnecessary validation rules.
* Convert all Process builders to flows.
* Reduce the number of related lists displayed.

NO.44 The administrator at Cloud Kicks needs to import a batch of person accounts into Salesforce.

What tool should the administrator use?
* Data Import Wizard
* Quick Create
* Bulk API
* Mass Update

Explanation

The Data Import Wizard is a tool that allows you to import data for standard and custom objects, including person accounts, into Salesforce. You can access it from the Setup menu and use it to import up to 50,000 records at a time. You can also use it to update, upsert, or delete existing records. The Data Import Wizard can help you match your data with Salesforce fields, prevent duplicates, and run import jobs in the background.

References: https://help.salesforce.com/s/articleView?id=sf.data_importer.htm&type=5

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https://www.validexam.com/Advanced-Administrator-latest-dumps.html]